

| ANNUAL RATES | Past | Past | Est'd '16-'18 |
| :--- | ---: | ---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to'22-'24 |
| Revenues | $9.0 \%$ | $8.0 \%$ | $11.0 \%$ |
| "Cash Flow" | $10.0 \%$ | $7.0 \%$ | $13.0 \%$ |
| Earnings | $8.0 \%$ | $4.0 \%$ | $13.5 \%$ |
| Dividends | $15.0 \%$ | $15.0 \%$ | $10.5 \%$ |
| Book Value | $10.0 \%$ | $4.0 \%$ | $11.0 \%$ |


| Fiscal Year Ends | QUARTERLY REVENUES (\$ mill.) ${ }^{\text {A }}$ |  |  |  | Full <br> Fiscal <br> Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 30 | Dec. 31 | Mar. 31 | Jun. 30 |  |
| 2016 | 21660 | 25506 | 22156 | 22642 | 91964 |
| 2017 | 22334 | 26066 | 23557 | 24700 | 96657 |
| 2018 | 24538 | 28918 | 26819 | 30085 | 110360 |
| 2019 | 29084 | 32471 | 30571 | 32549 | 124675 |
| 2020 | 32000 | 35750 | 33750 | 36500 | 138000 |
| Fiscal Year Ends | EARNINGS PER SHARE Ab |  |  |  | Full Fiscal Year |
|  | Sep. 30 | Dec. 31 | Mar. 31 | Jun. 30 |  |
| 2016 | . 70 | . 77 | . 63 | . 69 | 2.79 |
| 2017 | . 76 | . 83 | . 73 | . 75 | 3.08 |
| 2018 | . 84 | . 96 | . 95 | 1.13 | 3.88 |
| 2019 | 1.14 | 1.10 | 1.14 | 1.19 | 4.57 |
| 2020 | 1.20 | 1.25 | 1.20 | 1.40 | 5.05 |
| Calendar | QUARTERLY DIVIDENDS PAID E. |  |  |  | Ill |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2015 | . 31 | . 31 | . 31 | . 36 | 1.29 |
| 2016 | . 36 | . 36 | . 39 | . 39 | 1.50 |
| 2017 | . 39 | . 39 | . 42 | . 42 | 1.62 |
| 2018 | . 42 | . 42 | . 42 | . 46 | 1.72 |
| 2019 | 46 |  |  |  |  |

## Microsoft's financial report for its fis-

 cal third quarter made for excellent reading. (Years end J une 30th.) Revenues and earnings came in at $\$ 30.6$ billion and $\$ 1.14$ a share for the March period. This was a very good performance, in our view, comparing favorably with our estimates of $\$ 30.0$ billion and $\$ 1.02$ a share. The recent release added to the lengthening string of reports chronicling the company's success, and investors greeted it warmly. Microsoft continued gathering steam in its efforts to deliver cloud architecture and services to businesses of all sizes, as they transition their operations to the digital world. On point, this momentum was an important factor in the strong performance of its commercial business in the third quarter, where cloud revenue came in at $\$ 9.6$ billion, up $41 \%$, supported by rapid adoption of its Azure platform, where revenues advanced $71 \%$, with profitability improving with scale and the increasing use of higher-valued services.
## We are introducing estimates for fis-

 cal 2020 with this report. Although the company has not yet given a specific fore cast for next year, it has suggested thatputing, $38 \%$. R\&D, 13.3\% of 2018 revenues. Employed 131,000 at 6/30/18. Stock owners: William H. Gates, $1.3 \%$;, other offs. \& dirs., proxy). Chrmn: John W. Thompson. CEO: Satya Nadella. Inc.: 98052-6399. Tel.: 425-882-8080. Internet: www.microsoft.com.
revenues and operating profits should advance at a double-digit rate, with its operating margin holding steady. Our targets for 2020 generally reflect these comments.
What about Microsoft stock? The questions is whether Microsoft can continue to deliver the kind of operational and financial performances needed to keep the shares on an upward trend. There is no definitive answer here, though our sense is the company is extremely well positioned to place its products and services not only with its traditional enterprise customers, but with a whole range of smaller businesses. Accordingly, we think the momentum propelling the company forward is likely to remain for some time yet, as our longer-term projections suggest. Meanwhile, ongoing share repurchases and a growing dividend are seen as shareholder friendly, and should aid returns over time. In all, high-quality MSFT stock should still fit well in most buy-and-hold portfolios. That said, those considering new commitments will have to show a willingness to pay a premium, given the market support received in the last few years. Charles Clark

May 10, 2019
(A) Fiscal year ends June 30th.
(B) Diluted earnings. Quarters may not add to total. Excl. nonrec. items: '03, d5¢; '04, d29¢; total. Excl. nonrec. items: '03, d5¢; '04,
'05, d4¢; '12, d72¢; '13, d7¢; '15, d\$1.17;

16, d70c; '17, d37c; '18, d\$1.75. Next earn- (E) Dividends historically paid in March, June, ings report mid-July. (C) In mill., adjusted for Sept., and Dec. mDividend reinvestment plan ings report mid-July. (C) in mill., adjusted for
stock split. (D) Includes intangibles. In 2018:
$\$ 35.7$ billion, $\$ 4.65$ a share. $\begin{aligned} & \text { Sept., and Sec. Dividend reinvestment plan } \\ & \text { available. Special dividend of } \$ 3.00 \text { a share } \\ & \text { paid December 2, } 2004 \text {. }\end{aligned}$ stock split. (D) Includes intangibles. In 2018:
$\$ 35.7$ billion, $\$ 4.65$ a share. $\begin{aligned} & \text { available. Special divide } \\ & \text { paid December 2, } 2004 .\end{aligned}$

Company's Financial Strength
Stock's Price Stability
Price Growth Persistence
Earnings Predictability

